

Message Text

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PAGE 01 STATE 207179
ORIGIN EB-08

INFO OCT-01 ARA-10 ISO-00 OES-09 COME-00 SS-15 SP-02
CIAE-00 INR-10 NSAE-00 DLOS-09 /064 R

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ARA/CEN:LPFEIFEL

OES/OFA/FA:BHALLMAN

DOC:JHARDISTY(INFO.)

DOC/TCED:RMYERS

-----103710 160636Z /23

R 160135Z AUG 78

FM SECSTATE WASHDC

TO AMEMBASSY SAN JOSE

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E.O. 11652: N/A

TAGS: EAIR, ETRD, BEXP, CS

SUBJECT: AIRCRAFT SALE

REF: SAN JOSE 03430

1. DEPARTMENT CONCURS WITH EMB PROPOSED RESPONSE TO CESSNA, BUT WITH ONE ADMENMENT: WE REQUEST YOU ADD AN ADDITIONAL SENTENCE IN CLOSING REAFFIRMING YOUR DESIRE TO RENDER APPROPRIATE COMMERCIAL ASSISTANCE TO CESSNA IN THEIR EFFORTS TO RESPOND TO MARKET OPPORTUNITIES IN COSTA RICA.

2. FYI: THE DEPARTMENT HAS BEEN CRITIZED BY CESSNA'S CHAIRMAN FOR INEFFECTIVE ACTION IN THE PAST AND SINCE THEN WE HAVE WORKED ASSIDIOUSLY, WITH CONSIDERABLE

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SUCCESS, TO DEMONSTRATE TO CESSNA IN PARTICULAR AND TO GENERAL AVIATION MANUFACTURERS IN GENERAL THAT WE ARE ANXIOUS TO HELP FACILITATE EXPORTS OF US-MADE GENERAL AVIATION AIRCRAFT.

3. IN REGARD TO THE APPARENT INCONSISTENCY OF PROMOTING THE SALE OF AN AIRCRAFT, THE USE OF WHICH MAY BE INIMICAL

TO OTHER US INTERESTS, THE DEPARTMENT HAS CONCLUDED
THAT, NOTWITHSTANDING OUR DISAGREEMENTS WITH GOCR

PERTAINING TO THEIR OFF-SHORE FISHERY ZONE, IF THEY
PLAN TO ACQUIRE AN AIRCRAFT TO MONITOR THOSE WATERS, WE
WOULD PREFER IT TO BE A US AIRCRAFT (FOR WHICH THEY
WILL BE DEPENDENT UPON A US MANUFACTURER FOR SPARE
PARTS, REPLACEMENT ENGINES, FOLLOW-UP SERVICE, ETC.)
RATHER THAN A EUROPEAN OR JAPANESE AIRCRAFT. VANCE

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NNN

Message Attributes

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Disposition Approved on Date:
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